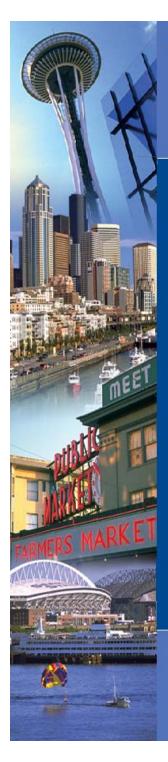






7 ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



7 ANNUAL SMALL BUSINESS CONFERENCE

FLUOR who are we

\$13 Billion Annual Revenue

35,000 employees

25 countries

6 continents

Over \$1.2 Billion in goods and services purchased in FY 05 on our Government projects







FLUOR & the Government

- 21% or ~\$2.75B of Fluor Corp's revenue from our Government Operations
- In 2005, over \$400M or ~40% of the dollars subcontracted by Fluor in its government service went to small businesses.
- Hanford: ~\$882M over past nine years awarded to small businesses









Fluor's Corporate Diversity Vision

Fluor's corporate vision statement is:

• "Fluor's Diversity Program is a proactive initiative that seeks to expand the opportunities to diversity suppliers, building upon our combined strengths to drive mutual success."







Marketing to FLUOR

- Letter of introduction.
- 1: What do you do
- 2: Where do you fit at Hanford
- 3: Website address









Small Business Contacts

- DOE: Jan Sullivan, Small Business Advocate
- 509-376-1772
- DOD (JA Jones): Mike L. Fitzgerald, Director, Procurement
- 704-553-3499
- DOD, DHS (FEMA): Lee Eron, Manager, Small Business
- 864-281-4295 tel, 1.864.281.5715 fax
- Fluor Corporation: Christy Francis, Supplier Diversity Advocate
- 281-263-3540
- SCORE! Fluor's Supplier and Contractor On-line Registry E-version Register TODAY! http://www.fluor.com



